



Partner Launchpad

Welcome to the Denodo partner sales and marketing galaxy! You are a rising star in our system, and collaboration is an integral part of our success together.

To commence your journey, let's establish a foundation for you to share with your teams. Return your answers to us at partners@denodo.com. We will then guide you in building your very own solution brief, highlighting your unique value proposition to gain prospects and increase win customers!

This launchpad will allow you to:

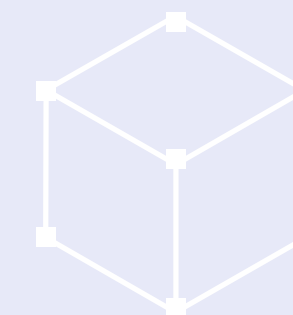
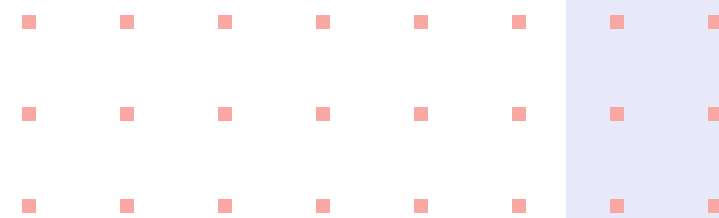


GET ESTABLISHED:
Define Your Value Proposition



GET DEFINED:
Build Your Own Solution Brief

Our joint strategies align with activities that enable your accelerated success and ongoing growth as a partner.



Gain Access: Invite your sales & marketing professionals to sign up for the Denodo Partner Portal.

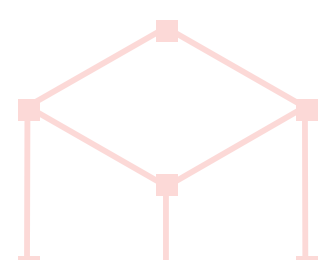
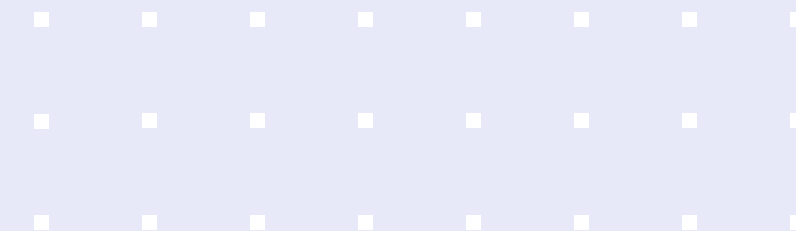
Familiarize your team with the resources available on the Denodo Partner Portal.

- Co-brandable assets*
- Self-service digital marketing campaigns*
- Joint microsites*
- Syndicate content*
- Training & Certification
- Deal Registration

We will utilize these resources to build your Solution Brief based on the information you provide in this form.

[> SIGN UP FOR ACCESS](#)

*Full marketing resources are available to Foundation and up partners with a valid Partner Agreement.



Get Established: Define Your Value Proposition

Before embarking on our joint marketing journey, let's define your unique value proposition to determine what you offer to customers.

What is your specialized or unique offering?

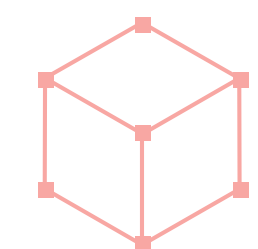
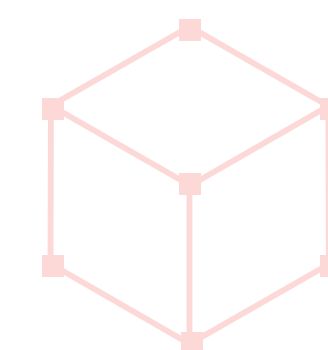
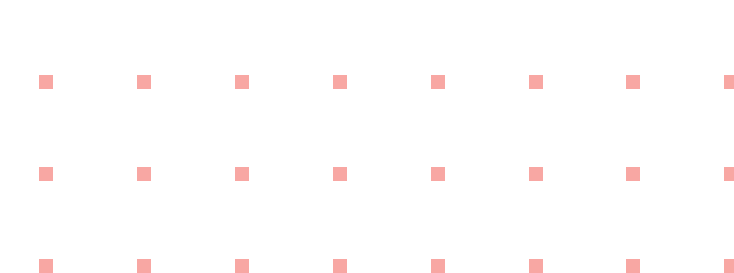
What are the benefits you bring to the table?

How do you differentiate from competitors?



How does your solution integrate/complement data virtualization and Denodo?

What do you offer customers to help solve their data-related issues?



Get Defined: Building Your Value Proposition into a Customized Solution Brief with Denodo!



Denodo helps facilitate your value proposition via the 'Create Your Own' Solution Brief on the Partner Portal. This is a self-service wizard that enables you to showcase your value proposition, solution offering, and products in a co-branded PDF. No design or photoshop skills required.

To further facilitate your ease of completion in this process, please fill out the form below and we will go through the process of helping you to build you unique solution brief with Denodo.

Add Your Headline & Introduction

Use a strong powerful opening to showcase your unique value selling proposition and what you can offer customers. If you have a specialization or unique offering use this section to showcase that offering.

Headline (Approx 50 characters)

Introduction (Approx 600 characters)

What Business Challenges Are Solved?

Consider 3 key challenges the industry is facing and why your offering is uniquely suited to meet these customer needs. State the challenges here. We recommend inserting this section as bullet points. Approx 1000 characters.

What is Your Solution?

How does your solution solve the business challenges outlined above? Consider 3 key benefits you bring to the table, and how you meet the customer's needs. i.e. What you can offer customers to help them solve their data-related issues. Approx 1000 characters.

What are the Features and Benefits of the Combined Solution?

Consider how your offering operates with the Denodo Platform, and how together with Denodo the solution is made better for customers. What are the specific benefits? Approx 1000 characters.

About Us

Insert your official company boilerplate. Approx 1700 characters.

Add a Quote

Insert a quote from someone from your organization highlighting the value proposition of the partnership and joint solution.

Individual: Name, Title, Company (Approx 50 characters)

Quote (approx 700 characters)

Add Your Website & Contact Information

Add your website here.

Add the email address where prospects can contact you.



Once complete, please return this form to the Denodo Partner Team at partners@denodo.com.

